

Bid for Services to the Rye City School District

March 12, 2018

In response to E-Rate Form 470 # 180001154

Please find attached BestWeb's bid for services as referenced on your recently filed Form 470. We are bidding for:

Category 1 – Leased Lit Fiber

The attached bid is BestWeb's Lowest Corresponding Price as required by USAC rules.

BestWeb is fully qualified to provide these services. Information about BestWeb's understanding of your needs, qualifications, and financial stability are attached, as is a reference. BestWeb is a Minority Business Enterprise certified by New York State.

BestWeb's SPIN Number is 143005118.

Contact Information: Andrew Dickey, Vice President
BestWeb Corporation
25 South Riverside Ave
Croton-on-Hudson, NY 10520

914-271-4500 x101
andy@bestweb.net

Proposal

Summary

BestWeb is proposing that we upgrade the existing BestWeb supplied Wide Area Network (WAN) so that each District Building is served by circuits that follow geographically diverse routes. The result will be that no single event on the public right-of-way will cause a District Building to lose connectivity.

Background

The District's WAN is currently composed of 14 point to point Ethernet circuits, each 10 gigabits per second, between the below District Building pairs. There are two circuits per building pair.

Rye City High School / Middle School <> Midland Elementary School
Rye City High School / Middle School <> Osborn Elementary School
Rye City High School / Middle School <> Rye City Administration

Milton Elementary School <> Midland Elementary School
Milton Elementary School <> Osborn Elementary School
Milton Elementary School <> Rye City Administration

Rye City High School / Middle School <> Milton Elementary School

The purpose of the two circuits between each building pair is so that if the electronics on one of the circuits fail, the other circuit will still provide connectivity.

However, since the two circuits are within the same cable sheath, this does not protect against a cut in the fiber optic cable itself. Should the fiber optic cable be cut (tree falling, truck hitting pole, etc), then both circuits will fail and the building will lose connectivity.

This occurred recently when a high voltage line broke, fell on the fiber optic cable and shorted out. The heat from the short melted the fiber optic cable and all of the circuits within that cable were cut. The result was that two District buildings lost connectivity.

A map of the routes of the District's fiber optic cables is attached. It shows the location of the cut in the fiber optic cable.

Geographic Diversity

BestWeb proposes to upgrade the District's WAN such that the two circuits between each building pair follow geographically diverse paths. That way, if there is a cut in the fiber optic cable, only one of the circuits will fail and the building will not lose connectivity.

A map of the additional routes to be added to the WAN is shown. You can see that there are two paths, geographically diverse, between each pair of District Buildings. BestWeb will reroute the existing circuits

so that one circuit follows one path and the second circuit follows the other path. Note that distance is immaterial for these circuits so shorter or longer paths do not affect connectivity.

Please note that the geographic diversity ends at the last pole on the public right of way and does not extend to the building itself. If there is a fiber cut between the last pole on the public right of way and the school building, then that building will lose connectivity. However, the chances of such an occurrence are relatively remote.

Terms and Pricing

The cost to add the described geographic diversity would be an additional \$2,750.00 per month above the existing monthly fee. Thus the fee will increase from the current \$1,645.00 per month to \$4,395.00 per month.

The term of the upgrade for this geographic diversity would be five years. Thus the term of the WAN contract would be extended by one year to June 30, 2023.

Both the existing WAN contract and this upgrade to the WAN contract are 100% E-Rateable. You can submit for E-Rate funding and receive your District's reimbursement from the government, currently 40%. (BestWeb's Internet contract with the District is also 100% E-Rateable.)



BestWeb's fiber optic installation for Rye City School District

Black lines are existing BestWeb fiber optic cable.
The black blob is where the recent fiber cut took place.



Proposed geographically diverse fiber optic installation for Rye City School District

Black lines are existing BestWeb fiber optic cable.
Blue lines would be new fiber optic cable BestWeb installs.



BestWeb's fiber optic network as of March 1, 2018

School Districts served by BestWeb Corporation

Westchester County

Byram Hills
Croton-Harmon
Dobbs Ferry
Eastchester
Edgemont
Greenburgh
Hastings
Hendrick Hudson
Lakeland
Mamaroneck
Mount Pleasant
Ossining
Pleasantville
Port Chester Rye
Rye City
Rye Neck
Somers
Valhalla
Yorktown

Rockland County

East Ramapo
Nanuet
Nyack
Pearl River
Ramapo Central
South Orangetown

Putnam County

Garrison
Mahopac
Putnam Valley

BOCES

LHRIC
SW BOCES

BestWeb provides fiber optic services to the above school districts. These services could be:

- High Speed Wide Area Networking
- High Speed Internet Access
- Telephone Services
- Fiber Optic Cabling Installation and Maintenance

Or any combination of the above. Some of the services might be contracted directly and others might be contracted through BOCES.

BestWeb's Fiber Optic Network

- **365 miles of fiber optic cable**

Constructed with:

- Primarily 96 strand cable
- Single mode fiber optic strands
- Using Corning SMF-28e+ glass
- All strands suitable for up to 100 gigabit

- **173 lit buildings**

All are BestWeb customers using one or more services:

- Dark fiber
- Managed Ethernet
- Internet bandwidth
- Telephone

- **Data Center in Croton-on-Hudson**

Provided with:

- Hot and cold aisle construction
- 300 amp 3 phase power
- Dual battery backup
- Dual standby natural gas generators
- A and B power feeds
- Dual air conditioning systems

- **Three Network Centers**

- Interconnected with multiple 10 gigabit per second fiber optic connections
- Connections are physically diverse for reliability
- All centers are monitored and supported 24x7
 - Croton-on-Hudson
 - White Plains
 - Nyack

- **Tier One Connections for Internet Connectivity**

- Three separate and physically diverse fiber optic connections to the Internet
- Each connection capable of 10 gigabit per second of Internet Access
- Each network center has its own connection
- Connections to Tier One providers are through:
 - Stamford, CT
 - White Plains, NY
 - Albany, NY

BestWeb Fiber Based Services

- **Internet Bandwidth:**
 - 100 megabit to 10 gigabit bandwidth available
 - 24x7 monitoring and support
 - BGP support
 - 100% fiber optic
 - Low latency
 - No oversell
- **Dark Fiber Connections:**
 - Point to point dark fiber connections between your buildings
 - Interconnection to other carriers for dark fiber, where neither carrier hits both buildings
- **Managed Ethernet Connections:**
 - Provide a managed Wide Area Network to connect your locations
 - BestWeb can install and manage all the equipment if desired
 - Fiber or copper handoff to your Local Area Network
 - Gives you a flat Ethernet network across all your locations
 - Simplifies your server and backup requirements
 - Ideal for VOIP telephone systems
- **Telephone Services:**
 - PRI or POTs handoff to your traditional PBX
 - SIP trunk handoff to your IP based PBX
 - Virtual PBX – replace your legacy PBX or Centrex system
 - Telephone services supported including
 - Local and long distance calling
 - DID or dedicated trunks
 - Enhanced 911 services
 - Caller id services
- **Internet Related Services available if you desire them:**
 - Colocation
 - Web Hosting
 - Email
 - DNS Services
- **Contract fiber optic installation and support:**
 - Installation and support of fiber optic Local Area Networks
 - In your building
 - On your campus

BestWeb's Qualifications to Provide Services

Understanding of Needs

BestWeb has reviewed the email request and has asked the questions necessary to be able to provide a bid that meet the needs of your District. Although each Entity is unique in certain ways, the specific services being requested are within the parameters of industry standard services.

Qualifications

BestWeb was founded in 1996 and has been providing services such as are being requested since that time.

BestWeb has been reviewed and accepted by the New York State Office of General Services as a provider of these services to any State, Municipal, Public School, or any public organization within the State of New York. Our NYS OGS Contract is # PS63069.

BestWeb has been reviewed and accepted by BOCES as fully qualified to provide such services. BestWeb has been providing such services to some of the BOCES component districts for the last five years.

BestWeb has been reviewed and accepted by the New York State Office of Economic Development as a Minority Business Enterprise. The use of BestWeb's services can be used to meet any minority requirements.

BestWeb has been reviewed and accepted by the New York State Public Service Commission as a Competitive Local Exchange Carrier. This means we are approved by the PSC to install our fiber optic cabling along any public right of way within New York State for the purpose of providing data circuits to our customers.

BestWeb currently provides such services to roughly half of the Public School Districts in Westchester, Rockland, and Putnam Counties. Some of these Districts are served through BOCES contracts and some are served directly.

Financial Stability

BestWeb is a privately owned corporation registered in New York State. BestWeb has been in business and successfully providing services since 1996.

BestWeb's finances were reviewed and approved by the NYS Office of General Services prior to receiving our OGS contract, by the NYS Public Service Commission prior to receiving our PSC certification, and by the NYS Office of Economic Opportunity prior to receiving our MBE certification. Our finances are regularly reviewed by these various State agencies.

Reference

Ms. Patrice Hatjygeorge

Director of Technology
Yorktown Central School District
2725 Crompond Road
Yorktown Heights, NY 10598
patriceh@yorktown.org
914-243-8054

BestWeb Corporation

Addendum Three to

State Contract Purchase Order Agreement NYS OGS Contract PS63069

Lit Fiber Services

This is an Addendum to the Purchase Order Agreement (the "Agreement") issued by the below customer (the "District") to BestWeb Corporation, 25 South Riverside Avenue, Croton-on-Hudson, NY 10520 ("BestWeb") (each a "party", collectively the "parties") for the below services:

Customer Name: Rye City School District
Customer Address: 555 Theodore Fremd Avenue, Rye, NY 10580
Date of Purchase Order: May 1, 2017
Date of the Addendum: March 12, 2018

1. The Initial Term of the Agreement, as defined in paragraph 4, is hereby extended through June 30, 2023.
2. Paragraph 10 is hereby replaced with new paragraph 10 below:

The District's current Lit Fiber Service, also referred to as the Wide Area Network, or WAN, is composed of 14 point-to-point Ethernet circuits, each 10 gigabits per second (gbps), between the below District Building pairs. There are two Ethernet circuits per building pair.

Rye City High School / Middle School <> Midland Elementary School
Rye City High School / Middle School <> Osborn Elementary School
Rye City High School / Middle School <> Rye City Administration

Milton Elementary School <> Midland Elementary School
Milton Elementary School <> Osborn Elementary School
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Rye City High School / Middle School <> Milton Elementary School

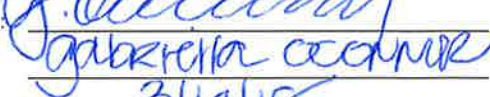
Effective July 1, 2018, for each building pair, the two 10 gbps Ethernet circuits will take diverse geographic routes while on the public right-of-way. The routes will not be geographically diverse on District property.

3. Effective July 1, 2018, the monthly fee, as defined in paragraph 20, will be increased by \$2,750.00, from \$1,645.00 to \$4,395.00.
4. Paragraph 22 is hereby replaced with new paragraph 22 below:

Cancellation fees are as follows:

Between July 1, 2017 and June 30, 2018:	\$92,000.00
Between July 1, 2018 and June 30, 2019:	\$82,000.00
Between July 1, 2019 and June 30, 2020:	\$72,000.00
Between July 1, 2020 and June 30, 2021:	\$62,000.00
Between July 1, 2021 and June 30, 2022:	\$52,000.00
Between July 1, 2022 and June 30, 2023:	\$26,000.00
After June 30, 2023:	\$ -0-

Agreed by the District:

Signed: 
Name: Gabriela Cecchi
Date: 3/14/18

Agreed by BestWeb:

Signed: _____
Name: _____
Date: _____

